

Message Text

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INFO OCT-01 EUR-12 NEA-11 ISO-00 EB-08 XMB-04 /036 R

DRAFTED BY COM/OIM/SAD/GHWALSER/DCG
APPROVED BY EB/OCA/CD:WERAU
COM/OIM/SAD/RGOOTENBERG
COM/CAGNE/CCLEMENT
COM/CAGNE/PHALE
NEA/RA/RPRICKETT (INFO)

-----088977 062350Z /61

P 062217Z JUN 78
FM SECSTATE WASHDC
TO AMEMBASSY TUNIS PRIORITY
AMEMBASSY ALGIERS PRIORITY
AMCONSUL CASABLANCA PRIORITY
INFO AMEMBASSY RABAT PRIORITY
AMEMBASSY ATHENS PRIORITY

UNCLAS STATE 143167

ATHENS FOR RTDO

E.O. 11652: NA

TAGS: BEXP, XA

SUBJECT: PROPOSAL FOR CONTAINER TERMINAL DEVELOPMENT TRADE
MISSION IN LIEU OF CARGO HANDLING SM, OCT. 23-NOV. 4, 1978

REFS: (A) ALGIERS 1548 (B) CASABLANCA 802 (C) TUNIS 3613
(D) STATE 123728 (E) TUNIS 3222

1. SUMMARY: WITH FURTHER INTEREST POLLING OF PROSPECTIVE
MISSION MEMBER FIRMS, USDOC HAS IDENTIFIED CONSENSUS THAT
A UNIFIED TEAM OF APPROPRIATE U.S. FIRMS SHOULD PRESENT TO
SELECT AUDIENCES IN MISSION STOP COUNTRIES CONCEPTS FOR
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DEVELOPING CONTAINER TERMINALS AND/OR ROLL-ON/ROLL-OFF
SYSTEMS. TEAM APPROACH WOULD PRESENT IDEAS AND PROPOSALS
BASED ON LOCAL NEEDS AND CONDITIONS OF GENERAL CARGO
HANDLING FACILITIES AT SHIP PORTS. OBJECTIVES OF CONTAINER
TERMINAL DEVELOPMENT MISSION WOULD BE LONG RANGE EFFORT TO
INVOLVE AMERICAN TECHNOLOGY AND KNOW-HOW AT CONCEPTUAL
STAGES OF PORT DEVELOPMENT. PROPOSED MISSION WOULD PREEMPT

SCHEDULED CARGO HANDLING SEMINAR MISSION, OCTOBER 23-NOVEMBER 4, 1978. USDOC GUIDELINES FOR SEMINAR MISSION, IN THIS CASE, MAY BE ALTERED TO ACCOMMODATE SPECIAL PURPOSE OF PROPOSED MISSION.

2. USDOC HAS CONCLUDED FROM RECENT DISCUSSIONS WITH INDUSTRY AND U.S. MARITIME OFFICIALS THAT A SPECIAL TEAM OF U.S. FIRMS SHOULD BE FORMED TO DISCUSS BENEFITS OF CONTAINERIZATION AND CONTAINER TERMINAL DEVELOPMENT. OVERALL OBJECTIVE OF TEAM WOULD BE TO PRESENT INTEGRATED PORT DEVELOPMENT APPROACH FROM DESIGN TO OPERATION. PROPOSED TEAM WOULD CONSIST OF ONE DESIGN ENGINEERING FIRM, ONE CIVIL ENGINEERING FIRM, THREE OR FOUR CONTAINER RELATED EQUIPMENT MANUFACTURERS, AND ONE TERMINAL OPERATING COMPANY. IDEALLY, EXIM OFFICIAL(S) WOULD ACCOMPANY MISSION TO PROVIDE FINANCING GUIDANCE AND SUPPORT.

3. PROPOSED MISSION WOULD MEET WITH SPECIFIC GOVERNMENT OFFICIALS CONCERNED WITH BREAKBULK SHIP PORT FACILITIES. ACTUAL SEMINAR SESSIONS WITH SIMULTANEOUS TRANSLATION FACILITIES NEED NOT NECESSARILY BE PART OF PROPOSED MISSION WHICH WILL CONCERN ITSELF WITH MAKING INFORMAL GROUP PRESENTATIONS. EACH MISSION FIRM WILL PREPARE PAPER THAT IS, MOST IMPORTANTLY, COORDINATED WITH PAPERS OF ALL OTHER MISSION FIRMS ON THEME OF CONTAINER TERMINAL DEVELOPMENT.

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MENT. INDIVIDUAL MISSION MEMBERS WOULD DISCUSS HIGHLIGHTS OF THEIR PAPERS IN GROUP MEETINGS MODERATED BY MISSION CHAIRMAN. TWO OR THREE INTERPRETERS WOULD BE AVAILABLE TO FACILITATE THESE MEETINGS. ALL PLANNED ACTIVITIES OF GROUP DURING MISSION STOPS WOULD BE DONE IN UNISON. INDIVIDUAL APPOINTMENTS WOULD NOT BE MADE EXCEPT SPECIAL WORKING GROUP MEETINGS TO DISCUSS SEGMENTS OF CONTAINERIZATION. WELL-TARGETED SITE VISITS AND GROUP DISCUSSIONS WILL BE MAIN ACTIVITIES OF PROPOSED MISSION.

4. TO AUGMENT IMPACT OF PROPOSED MISSION, POSTS ARE REQUESTED TO SUPPLY USDOC FOLLOWING LATEST INFORMATION ON MAJOR SHIP PORTS:

- (A) FACILITIES FOR BREAKBULK (GENERAL CARGO HANDLING);
- (B) TERMINAL STORAGE AREA BOTH OPEN AND CLOSED;
- (C) NUMBER AND CAPACITY OF SHORESIDE CRANES AND OTHER HEAVY LIFT CRANES;
- (D) DRAFT LIMITATIONS;
- (E) TYPES OF MAJOR EXISTING YARD EQUIPMENT (SOPHISTICATED);
- (F) DISTANCE FROM MAJOR CONSUMING CITIES;
- (G) EXISTENCE OF NAVIGABLE INLAND WATERWAYS TO SUSTAIN

BARGE TRAFFIC;

(H) EXISTENCE OF ADEQUATE RAILWAY AND HIGHWAY
CONNECTIONS TO PORTS;

(I) POSSIBILITY OF PORT EXPANSION;

(J) LEVEL OF TRAINING OF PORT WORKERS IN RUNNING AUTOMOTIVE
EQUIPMENT;

(K) PORT WORKER ATTITUDES TOWARD MECHANIZATION;

(L) LOCAL PORT WORKER TRAINING FACILITIES;

(M) IMPORT/EXPORT TRENDS OF GENERAL CARGO DURING LAST
5 YEARS AND NEXT 5 YEARS;

(N) ANY GOVERNMENT IMPROVEMENT POLICIES OR PLANS
CONCERNING PORT DEVELOPMENT THAT WOULD IMPACT SUBJECT
MISSION;

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(O) MAPS DETAILING PRESENT AND FUTURE PORT FACILITIES.

5. ARMOUR ARMSTRONG, DIRECTOR OF PORT AND INTERMODAL
DEVELOPMENT (USDOC-MARAD) SUPPORTS IDEA OF INTEGRATED
MISSION IDEA AND IS EAGER TO LEAD MISSION. UNFORTUNATELY,
SUDDEN DATE CHANGES PREVENT ARMSTRONG FROM LEADING
PROPOSED MISSION DURING SUBJECT TIMEFRAME. HE MUST ATTEND
INTERNATIONAL MEETING IN NEW ORLEANS, OCTOBER 30-NOV. 2.
ALTHOUGH ANOTHER SUITABLE CHAIRMAN CAN BE SELECTED,
USDOC PREFERS TO ACCOMMODATE ARMSTRONG BECAUSE OF HIS
GOOD EXPERIENCE WITH PREVIOUS USG SPONSORED MISSIONS, HIS
COMMAND OF RESPECT IN THE INDUSTRY, AND HIS ROLE AS USDOC
RESIDENT EXPERT ON SUBJECT. THEREFORE, POSTS ARE REQUESTED
TO ADVISE ON SUITABILITY OF ALTERNATE DATES OF OCT. 9-22.

MISSION ITINERARY:

TUNIS, OCT. 9-13 (10,11,12,13)

ALGIERS, OCT. 14-18 (15,16,17,18)

CASABLANCA, OCT. 19-21 (19,20,21)

ADVANCE OFFICER ITINERARY:

TUNIS, SEPT. 11-15 (12,13,14,15)

ALGIERS, SEPT. 16-19 (17,18,19,20)

CASABLANCA, SEPT. 20-23 (21,22,23)

ADVANCE OFFICER DATES ARE SUGGESTED IN VIEW OF INTERVENING
ALGIERS FAIR, SEPT. 20 TO OCT. 6. ABOVE DATES IN
PARENTHESES ARE WORKING DAYS. USDOC WILL MONITOR AIRLINE
SCHEDULE REFTEL (A) TO CHECK FOR TUESDAY FLIGHT FROM
ALGIERS TO CASABLANCA. VANCE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 06 jun 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STATE143167
Document Source: CORE
Document Unique ID: 00
Drafter: OIM/SAD/GHWALSER/DCG
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780236-0993
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780689/aaaaczcc.tel
Line Count: 167
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 79bce390-c288-dd11-92da-001cc4696bcc
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 78 ALGIERS 1548, 78 CASABLANCA 802, 78 TUNIS 3613, 78 STATE 123728, 78 TUNIS 3222
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2465797
Secure: OPEN
Status: NATIVE
Subject: PROPOSAL FOR CONTAINER TERMINAL DEVELOPMENT TRADE MISSION IN LIEU OF CARGO HANDLING SM, OCT. 23-NOV. 4, 1978
TAGS: BEXP, XA
To: TUNIS ALGIERS MULTIPLE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/79bce390-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014